

Message Text

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ORIGIN XMB-04

INFO OCT-01 ARA-14 ISO-00 EB-08 COME-00 /027 R

XMB

DRAFTED BY XMB: R NICKEL
APPROVED BY ARA/AND/V - MRS. GRAHAM
XMB: D PEACOCK
EB/IFD/ODF:TPARKER

-----090540 032347Z /64

O 032211Z APR 78
FM SECSTATE WASHDC
TO AMEMBASSY CARACAS IMMEDIATE

UNCLAS STATE 085360

E.O. 11652: N/A

TAGS: OVIP

SUBJECT: VISIT OF EXIMBANK'S JOHN D. MCGOWAN AND ROBERT H. NICKEL TO CARACAS TO MEET WITH CERTAIN PURCHASERS OF U.S. PRODUCTS AND TO DISCUSS CFF AND BANK TO BANK GUARANTEE PROGRAMS.

REF: 78 CARACAS 2992

1. VISIT OF CHAPMAN, KEANE, NICKEL AND MCGOWAN WILL COMMENCE APRIL 15 (COLLINS 16) INSTEAD OF APRIL 8 (COLLINS 9) AS REPORTED DEPTTEL APRIL 3. PLEASE MAKE APPOINTMENTS LISTED IN DEPTTEL OF APRIL 3 FOR CHAPMAN AND KEANE FOR WEEK OF APRIL 17 - 21, AND COLLINS APRIL 17.

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2. MESSRS. MCGOWAN AND NICKEL, LOAN OFFICERS IN EXPORTER CREDITS, GUARANTEES AND INSURANCE DIVISION WILL ARRIVE IN CARACAS WITH MESSRS. THEODORE CHAPMAN AND JAMES KEANE OF EXIMBANK'S LATIN AMERICA DIVISION ON SATURDAY APRIL 15, AT 1740 HOURS ON PAN AM NO. 445. MESSRS. MCGOWAN AND NICKEL WILL DEPART CARACAS FOR BOGOTA ON WEDNESDAY, APRIL 26, AT 1500 HOURS ON AVIANCA NO. 900. PLEASE RECONFIRM HOTEL RESERVATIONS AT CARACAS HILTON. REQUEST MEETING AND ASSISTANCE ARRIVAL AND DEPARTURE.

3. PURPOSE OF VISIT IS TO MEET WITH: SELECTED BANKS TO DISCUSS THE CFF AND BANK TO BANK GUARANTEE PROGRAM, CERTAIN

GOVERNMENT FINANCIAL INSTITUTIONS, AND EVALUATE SPECIFIC IMPORTERS FOR WHOM EXIMBANK HAS, OR ANTICIPATES, REQUESTS FOR ITS SUPPORT. EXIMBANK REPRESENTATIVES REQUEST EMBASSY BRIEFING ON APRIL 17.

4. MESSRS. MCGOWAN AND NICKEL REQUEST EMBASSY ARRANGE FOR THE FOLLOWING VISITS WITH APPROPRIATE OFFICIALS IN CARACAS:

- A) ACO, S.A.
 - B) OFICINA TECNICA STUBBINS, C.A. (OTESCA)
 - C) H.L. BOULTON AND CO., S.A.
 - D) VENEZOLANA DE INVERSIONES Y CONSTRUCCIONES CLERICO, C.A. (VINCCLER)
 - E) TECLADOS DE VENEZUELA
 - F) CITIBANK - MESSRS. CHAPMAN AND KEANE WILL JOIN
 - G) BANK OF AMERICA - MESSRS. CHAPMAN AND KEANE WILL JOIN
 - H) BANCO CENTRAL DE VENEZUELA - PREFER TO MEET WITH HEAD OF INTERNATIONAL DIVISION
 - I) SUPERINTENDENT OF BANKS OR BANKERS ASSN. OR ANY ENTITY WHICH COULD PROVIDE US WITH COMPARATIVE STATISTICAL
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INFO ON VENEZUELAN FINANCIAL INSTITUTIONS

- J) BANCO NACIONAL DE DESCUENTO
- K) MAQUINARIA MENDOZA

5. IN REGARD TO THE ABOVE, NICKEL AND MCGOWAN REQUEST ONE DAY BE SET ASIDE FOR AN APPOINTMENT FOR BOTH NICKEL AND MCGOWAN AND WITH ACO, S.A.

6. REQUEST ARRANGEMENTS BE MADE FOR MR. NICKEL TO MEET WITH THE FOLLOWING COMPANIES AND BANKS IN CARACAS: AT COMPANIES, PREFER TO MEET WITH FINANCIAL OFFICERS. AT BANKS, PREFER TO MEET WITH MANAGER OF INTERNATIONAL OR FOREIGN DEPARTMENT OR PERSON RESPONSIBLE FOR SETTING UP INTERNATIONAL LINES OF CREDIT.

- A) BEFRANSA, SA
- B) PREMEZCLADO Y PREFABRICADOS DE CONCRETO, S.A.(PREMEX)
- C) SUMMA SISTEMAS
- D) ARRENDADORA INDUSTRIAL VENEZOLANA, D.A. (ARRENDAVEN) - DR. JOSE M. EGUI
- E) BANCO DE DESARROLLO AGROPECUARIO
- F) BANCO UNION
- G) SOCIEDAD FINANCIERA AMERFIN
- H) SOCIEDAD FINANCIERA CREDIVAL
- I) SOCIEDAD FINANCIERA UNION C.A.

7. REQUEST EMBASSY ARRANGE MEETINGS WITH APPROPRIATE OFFICIALS AT THE FOLLOWING CO.'S FOR MR. MCGOWAN IN CARACAS:

- A) TRACTORES Y EQUIPOS LATINOS S.A. (TRELCA)
- B) TRACTORES CARONI
- C) GENERAL ELECTRIC DE VENEZUELA S.A. (GEVENSA)
- D) MACK DE VENEZUELA, C.A. (MACKVENCA)
- E) SANCHEZ Y CIA.
- F) ARRENDARCA

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8. REQUEST ARRANGEMENTS BE MADE INCLUDING TRANSPORTATION TO AND FROM ON SAME DAY FOR MR. MCGOWAN TO VISIT THE FOLLOWING COMPANIES IN VALENCIA:

- A) ENSAMBLAJE DE CARROCERIAS VALENCIA (ENCAVA)
- B) CORPORACION MERCANTIL VENEZOLANA, S.A. (COMERSA)

9. REQUEST ARRANGEMENTS BE MADE INCLUDING TRANSPORTATION TO AND FROM ON SAME DAY FOR MR. NICKEL TO VISIT THE FOLLOWING COMPANIES IN MARACAIBO:

- A) BANCO DE MARACAIBO
- B) SOCIEDAD FINANCIERA DE OCCIDENTE
- C) RINALDI ROMANO IMP. Y EXP. S.R.L.

10. EMBASSY REPRESENTATIVE IS OF COURSE, INVITED TO ATTEND ALL MEETINGS. CHRISTOPHER

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